



Unilever Pakistan Foods Limited
 Avari Plaza Fatima Jinnah Road
 Karachi-75530
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 www.unilever.pk

October 27th, 2020

The General Manager
 Pakistan Stock Exchange Limited
 Stock Exchange Building
 Stock Exchange Road
 Karachi

By Hand & PUCARS

Dear Sir,

UNILEVER PAKISTAN FOODS LIMITED
Financial Results for the nine months ended September 30, 2020

At its meeting held on October 27th, 2020 at 14:30 Hrs at Karachi, the Board of Directors of the Company has approved the un-audited Condensed Interim Financial Information for the nine months ended September 30, 2020.

Sales grew by 18.7% on the back of strong brand equity, wider reach and effective spending on advertisement and promotion matched by timely pricing. Gross Margin increased by 1.99% to 42.5% due to better cost absorption and savings initiatives. Earnings per share (EPS) increased by 61.1% versus the same period last year.

Condensed Interim Financial Information

	THREE MONTHS ENDED		NINE MONTHS ENDED	
	SEPTEMBER 30 2020	SEPTEMBER 30 2019	SEPTEMBER 30 2020	SEPTEMBER 30 2019
	(Rupees in Thousands)			
<i>Sales</i>	3,670,652	3,020,073	11,340,691	9,555,297
<i>Less: Cost of Sales</i>	(2,108,843)	(1,862,603)	(6,525,151)	(5,687,989)
Gross Profit	1,561,809	1,157,470	4,815,540	3,867,308
<i>Less: Distribution, Admin & Other</i>	(824,537)	(699,301)	(2,243,569)	(2,228,379)
<i>Add: Other Income</i>	69,262	38,308	158,744	295,101
Profit before Operations	806,534	496,477	2,730,715	1,934,030
<i>Less: Finance Cost</i>	(3,343)	(51,318)	(18,691)	(106,712)
Profit before Taxation	803,191	445,159	2,712,024	1,827,318
<i>Less: Taxation</i>	(35,466)	149,845	(217,982)	(279,180)
Profit after Tax	767,725	595,004	2,494,042	1,548,138
EPS-basic and diluted (Rupees)	120.52	93.41	391.53	243.04



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INTERIM DIVIDEND

In view of the financial results for the nine months ended September 30, 2020, the Directors have recommended a third interim cash dividend of Rs. 120.52/- i.e. (1205.2%) per ordinary share of Rs.10/- each (nine months ended September 30, 2019 Rs. 93.00 i.e. 930% per ordinary share of Rs. 10/- each). This will be payable to the Members on the number of ordinary shares held by them at the close of business on November 10th, 2020.

CLOSURE OF SHARE TRANSFER BOOKS

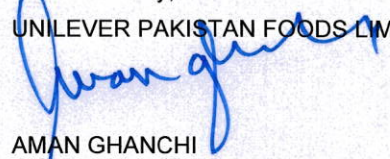
The Share Transfer Books of the Company will be closed from November 11th, 2020 to November 17th, 2020 (both days inclusive) to determine the entitlement for the third interim cash dividend. The books will re-open on November 18th, 2020. Transfers in good order, received at the Company's Share Registration Office, **Central Depository Company Share Registrar Services Limited, CDC House, 99-B, Block-B, S.M.C.H.S., Main Shahra-e-Faisal, Karachi - 74400** by the close of business on November 10th, 2020 will be treated in time for the purpose of payment of Interim Dividend to the transferees.

FUTURE OUTLOOK

Covid-19 has posed enhanced difficulties on an international scale vis-a-vis growth and accompanying socio-economic adversities. Pakistan has been no exception while at the same time also having to grapple with its own specific cum long-standing economic challenges. Despite such a testing economic and operating environment, your company expects to deliver competitive results in the foreseeable future, as the management remains committed to deal with the situation through an access to Unilever's global expertise, a sound consumer understanding, our on-going innovation endeavours, and by consistently offering an exemplary customer service. The launch of the new "Cheesy Chatt Patta" noodle variant further enhances our noodles portfolio and is a manifestation of the company's continuous endeavours towards innovation. We are confident that our dedicated and focused efforts will help us in providing enhanced value to help meet our consumers' daily needs and in delivering sustained profitable growth benefitting all stakeholders.

Yours faithfully,

UNILEVER PAKISTAN FOODS LIMITED


AMAN GHANCHI
Company Secretary

Copy to:

- The Securities & Exchange Commission of Pakistan, Islamabad. Fax: 051 9204915.
- The Central Depository Company of Pakistan Limited, Karachi. Fax: 021-34326034 / 34326016
- The Central Depository Company of Pakistan Limited, Share Registrar Department, Karachi. Fax: 021-34326053